

Message Text

PAGE 01 STATE 161553

21

ORIGIN EB-07

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TO AMEMBASSY BRASILIA IMMEDIATE

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E.O. 11652: N/A

TAGS: ETRD, EAGR, BR

SUBJECT: COFFEE NEGOTIATIONS: BRAZILIAN REACTION TO
CONSUMER CAUCAS SUGGESTIONS

REF: LONDON 10507

FOR ROBINSON FROM KATZ

1. REFTEL REPORTS ATTACK BY BRAZILIAN REPRESENTATIVE ON
PAPER SUBMITTED BY CONSUMER'S CAUCAS AT INTERNATIONAL
COFFEE NEGOTIATIONS. PAPER WAS PUT FORWARD IN EFFORT TO
ADVANCE NEGOTIATIONS CURRENTLY STALLED BY PRODUCER
SQUABBLES OVER SHARE OF THE MARKET. CONSUMER PAPER ALSO
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PAGE 02 STATE 161553

INTENDED TO MAKE THE POINT THAT QUOTAS SHOULD REFLECT
ACTUAL EXPORT PERFORMANCE IN THE MARKET.

2. BY INCLUSION IN REFERENCE PERIOD 1973/1974 WHEN ICA

SUSPENDED, BRAZILIAN'S MARKET SHARE REDUCED SINCE IT WITHHELD EXPORTS FROM THE MARKET IN RELATION OTHER PRODUCING COUNTRIES. IT IS THIS WHICH APPARENTLY OCCASIONED EMOTIONAL OUTBURST BY BRAZILIAN REPRESENTATIVE.

3. SHOULD BRAZILIANS RAISE THIS ISSUE DURING YOUR VISIT I RECOMMEND YOU MAKE FOLLOWING POINTS:

(A) WHILE YOU HAVE NOT HAD OPPORTUNITY TO BECOME INVOLVED IN SPECIFIC ISSUES YOU WISH TO NOTE THAT U.S. HAS TAKEN A POSITIVE AND CONSTRUCTIVE APPROACH IN THESE NEGOTIATIONS.

(B) BOTH IN BILATERAL DISCUSSIONS WITH BRAZILIANS AND IN THE MULTILATERAL DISCUSSIONS THE U.S. HAS SOUGHT TO PUT FORWARD CONSTRUCTIVE PROPOSALS TO ADVANCE NEGOTIATIONS AND TO IMPROVE OPERATION OF THE AGREEMENT.

(C) AS IN ANY NEGOTIATIONS, HOWEVER, THE INTERESTS OF BOTH SIDES MUST BE ACCOMMODATED. WHILE WE RECOGNIZE THE PRODUCER CONCERNS AND INTEREST IN AGREEMENT CONSUMER INTERESTS MUST ALSO BE RECOGNIZED, INCLUDING ASSURANCE OF ADEQUATE SUPPLIES OF COFFEE AT REASONABLE PRICES.

(D) YOU UNDERSTAND THAT NEGOTIATIONS ARE CONTINUING AND GOB MAY BE ASSURED THAT U.S. WILL CONTINUE TO PLAY A CONSTRUCTIVE ROLE. INGERSOLL

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